



**govsales focus**, Icom America's Government Sales end-user newsletter. Keep up with the latest Icom products, news, technical information and more!

## LEADING NEWS

### Contract Updates

Visit the Icom America Government section for updated state contract information as we have several contract '**extension**' dates!

- Arizona: November 2014
- Florida: June 2016
- Maryland: January 2018
- Massachusetts: December 2014
- Morris County Cooperative: December 2014
- Tennessee: December 2014
- Virginia: November 2014

**Government Sales Landing Page:**

<http://www.icomamerica.com/en/government-sales/default.aspx>

### Celebrate with Us!

2014 marks the 50th Anniversary of Icom Inc. and the 35th Anniversary of Icom America Inc. Learn more about Icom and preview new products for 2014.

**Read the Icom Inc. Anniversary Press Release:**

[http://www.icomamerica.com/en/media\\_events/news/NewsArticle.aspx?id=201408](http://www.icomamerica.com/en/media_events/news/NewsArticle.aspx?id=201408)

**Read the Icom America Inc. Anniversary Press Release:**

[http://www.icomamerica.com/en/media\\_events/news/NewsArticle.aspx?id=201408](http://www.icomamerica.com/en/media_events/news/NewsArticle.aspx?id=201408)

**Watch the Milestone Anniversaries Video:**

<http://www.youtube.com/watch?v=1IQYLJ41ZEc&feature=youtu.be>

## QUARTERLY CLOSE-UP

### New IP Solutions for Land Mobile

Icom's new license-free radio system works over a wireless LAN and IP networks. The system is easy to set up and its range is only restricted by your IP network coverage.



IP100H

*You are receiving this message because you have conducted business with Icom America within the last 18 months. To unsubscribe from Icom America's promotional mailings, please reply to [bulletins@icomamerica.com](mailto:bulletins@icomamerica.com) with the subject line: Unsubscribe.*

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## New IP Solutions for Land Mobile (cont.)

System features include:

- Individual, group or area call
- Full duplex communication (with optional headset)
- WLAN security encryption
- Expandable coverage with additional access points
- Compatible with Icom's VE-PG3

Icom's new digital radio system comprises the IP100H handheld, IP1000 controller and optional IP100FS remote communicator. It can be applied to the areas such as: hotels/resorts, retail stores, museums, warehouses and nursing homes.

Contact the Government Customer Service Team if you wish schedule a demonstration with a local Sales Representative.

Download the Product Brochure (2.4MB):

[http://www.icomamerica.com/newsletters/assets/File/NewProducts\\_2014\\_AllDivisions/0514\\_LM\\_IP100Launch/IPBrochure\\_IA\\_514\\_final\\_web.pdf](http://www.icomamerica.com/newsletters/assets/File/NewProducts_2014_AllDivisions/0514_LM_IP100Launch/IPBrochure_IA_514_final_web.pdf)

Download the System Brochure (2.8MB):

[http://www.icomamerica.com/newsletters/assets/File/NewProducts\\_2014\\_AllDivisions/0514\\_LM\\_IP100Launch/IP100H\\_SystemBrochure.pdf](http://www.icomamerica.com/newsletters/assets/File/NewProducts_2014_AllDivisions/0514_LM_IP100Launch/IP100H_SystemBrochure.pdf)

Read the Press Release:

[http://www.icomamerica.com/en/media\\_events/news/NewsArticle.aspx?id=201411](http://www.icomamerica.com/en/media_events/news/NewsArticle.aspx?id=201411)

## PROMOTIONS

### Sale Sale Sale!

Check out our Government Promotions Page for discounts offered in Avionics, Marine and Land Mobile product groups.

### Land Mobile Closeouts

The following specials each have a supporting Sales Bulletin:

- **EM-80 Speaker Mic** for only \$9.41 each
- **F80 UHF Radio**
- **Accessories for the military bundle F43G** and other government accessories

Icom Government Promotions Page:

<http://www.icomamerica.com/en/governmentsales/promotions/default.aspx>

## PRODUCTS

### Need More Information?

Contact our Government Customer Service Team to obtain a price quotation and/or place your order today.

- Email: [govsales@icomamerica.com](mailto:govsales@icomamerica.com)
- Phone: 425-450-6090
- Fax: 425-450-6063

## LAND MOBILE

### P25 Repeater Solution

Make a cost-effective, easy transition to P25 with Icom's FR9010 solutions. Icom has repeaters and supporting accessories that can fit in your existing analog dispatch operations or your P25-compliant dispatch console.



Find the Solution that Works Best for You:

[http://www.icomamerica.com/newsletters/assets/File/GOVFocus\\_2014/Icom\\_FR9010\\_F1721\\_PromoGuide\\_GOV\\_Final.pdf](http://www.icomamerica.com/newsletters/assets/File/GOVFocus_2014/Icom_FR9010_F1721_PromoGuide_GOV_Final.pdf)

### Antenna Relay for FR9010/FR9020 Repeaters

Introducing two antenna relay options for Icom's P25 repeaters: single or dual. Both are available now for purchase.

P25 Antenna Relay Options Repeaters:

[http://www.icomamerica.com/newsletters/assets/File/GOVFocus\\_2014/P25\\_Repeater\\_AntennaRelay\\_Options\\_GOV\\_14JUN10.pdf](http://www.icomamerica.com/newsletters/assets/File/GOVFocus_2014/P25_Repeater_AntennaRelay_Options_GOV_14JUN10.pdf)

### IAS RF Technology

Icom America Systems is pleased to announce the addition of RF Technology Eclipse series conventional P25 repeater only/analog base station to our product line. IAS offers two versions — 60W and 100W — depending on your customer's needs.

Read More about RF Technology:

<http://www.icomamerica.com/en/products/landmobile/p25/eclipse2/default.aspx>

### Top 100 Wireless Tech Resources

Mark Behrends, Senior Solutions Engineering Manager at Icom America Inc., has been recognized as one of the "Top 100 Wireless Technology Resources" by the leading publication, Today's Wireless World.

Learn More about Wireless Tech Experts:

<http://www.todayswirelessworld.com/top100/>

### ONLINE RESOURCES

Visit Icom America's website for info on Government sales, Knowledge Base, Where to Buy and Literature Requests .

Be sure to check out News/Media for press releases and FREE comic books and desktop wallpapers.

<http://www.icomamerica.com/>

### SYSTEMS QUOTE

Get your new Systems projects started fast and easy with Systems Quote on Demand (SQOD).

<http://www.icomamerica.com/sqod>

### ICOM ON YOUTUBE

Go to the Icom America YouTube Channel for product info, behind-the-scenes video and more.

<http://www.youtube.com/user/IcomAmericaInc>

### DATES TO REMEMBER

Icom America's office will be closed on the following holiday dates:

- Independence Day: July 4
- Labor Day: September 1
- Thanksgiving: November 27-28
- Christmas: December 25-26
- New Year's Day: January 1, 2015

## AMATEUR

### New ID-5100A Dual Band D-STAR Mobile

The ID-5100A features V/V, U/U simultaneous receive capability with DV/DV dualwatch, independent tuning knobs and separate controller. Other features include:

- Intuitive touch screen operation
- Integrated GPS receiver
- Digital features: DV/FM repeater list; Dplus reflector linking
- SD card slot for voice and data storage
- Optional Bluetooth® capability
- RS-MS1A Android™ application (free download)

Model	ID-5100A Accessories
HM-207	Microphone
MBA-2	Remote head mounting bracket
UT-133	Bluetooth board (internal)
VS-3	Bluetooth pendant earpiece/microphone

Visit the ID-5100A Web Page:

<http://www.icomamerica.com/en/products/amateur/mobile/id5100a/default.aspx>

Read the Press Release:

[http://www.icomamerica.com/en/media\\_events/news/NewsArticle.aspx?id=201406](http://www.icomamerica.com/en/media_events/news/NewsArticle.aspx?id=201406)

### Icom at Dayton 2014

Icom streamed live events from the Dayton Hamvention last month. Learn more about Icom's successful show and watch Dayton-related videos on YouTube.

Check out Icom America Dayton Playlists:

<http://www.youtube.com/user/IcomAmericaInc/playlists>

## MARINE

### New IC-M506 Fixed Mount

Icom's new M506 Series consists of 5 radio options — a fit for every need. Select models include an integrated AIS receiver, NMEA 0183/2000 connectivity, and front or rear micoptions. All M506 versions have:

- Built-in Class D DSC
- Two-minute “Last Call” voice recording and playback
- Active noise cancelling
- Large LCD and intuitive user interface

	NMEA 0183/2000®	AIS Receiver
M506 AIS Front (Front Mic)	0183/2000®	Integrated AIS Receiver
M506 AIS Rear (Rear Mic)	0183/2000®	Integrated AIS Receiver
M506 N2K Front (Front Mic)	0183/2000®	Not Included
M506 N2K Rear (Rear Mic)	0183/2000®	Not Included
M506 NMEA	0183 only	Not Included

Visit the M506 Web Page:

<http://www.icomamerica.com/en/products/marine/mountedvhf/m506/default.aspx>

Check out the Magazine Ad:

[http://www.icomamerica.com/newsletters/assets/File/NewProducts\\_2014\\_AllDivisions/0414\\_MA\\_M506Launch/M506\\_Ad\\_414.pdf](http://www.icomamerica.com/newsletters/assets/File/NewProducts_2014_AllDivisions/0414_MA_M506Launch/M506_Ad_414.pdf)

Read the Press Release:

[http://www.icomamerica.com/en/media\\_events/news/NewsArticle.aspx?id=201409](http://www.icomamerica.com/en/media_events/news/NewsArticle.aspx?id=201409)

### New IP Radio Solutions for Marine Market

Check out the Quarterly Closeup for information on the new IP100H hand-held radio and IP radio system. This IP solution can also be applied to marinas, large yachts and commercial vessels.

Visit the IP100H Web Page:

<http://www.icomamerica.com/en/products/landmobile/ipsolutions/ip100h/default.aspx>

## AVIONICS

### Icom at Oshkosh 2014

Visit Icom at the EAA Airventure Oshkosh show from July 28 - August 3. We will be exhibiting at Booths 2149 and 2150.



Visit AirVenture Website:

<http://www.icomamerica.com/en/products/landmobile/ipsolutions/ip100h/default.aspx>

## DISCONTINUED PRODUCTS

### Recently Discontinued Models & Limited Stock

Please download the following PDF containing a list of recently discontinued models from Land Mobile, Amateur, Marine and Avionics product groups.

Download the Discontinued Models List:

[http://www.icomamerica.com/newsletters/assets/File/GOVFocus\\_2014/GOV\\_SalesBulletin\\_ENDUSERS\\_RecentlyDiscontinued\\_14JUN.pdf](http://www.icomamerica.com/newsletters/assets/File/GOVFocus_2014/GOV_SalesBulletin_ENDUSERS_RecentlyDiscontinued_14JUN.pdf)

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